

Lisa Thompson Realty Group offers hard work, honesty and innovation



“The market has gotten extremely busy,” says Lisa Thompson, a Licensed Indiana Broker Associate who has been named Best Real Estate Agent for The Times’ Best of the Region each year since 2012. Two years ago, the Lisa Thompson Realty Group closed 145 transactions and had over 27 million in sales.

“Last year, we closed 160 transactions and over 32 million in sales,” says Thompson, a leader in volume and transactions closed. “And we did it all by ourselves.”

It’s numbers like these that convinced Thompson, who is a member of the National REALTOR’s Association as well as the Greater Northwest Indiana Association of REALTORS’ MLS, to open what she describes as an office within an office at Coldwell Banker Residential Brokerage in Highland.

“We’re a team inside the company with a private entry and reception area,” explains Thompson, noting that with the Lisa Thompson Realty Group’s high volume of business they benefit tremendously from Coldwell Banker’s powerful marketing

and website platforms. Thompson has partnered with Coldwell Banker since she began her career in real estate over 10 years ago.

“Coldwell Banker provides great industry leading tools to stay at the forefront of market trends and provide value added services to our clients,” says Thompson, who prides herself on being available 24/7. “When leads come in, you need to respond immediately or they’re on to another property.”

These leading technologies are vital assets for Thompson, who values maintaining one-on-one relationships with clients. That’s one of the many reasons why the majority of her business comes from word-of-mouth, past client referrals, and repeat clients.

Thompson’s group includes her husband, Lead Buyer Specialist Steve Cleveland, a former brick layer and project manager, who ran such projects as the modern wing addition to the Art Institute of Chicago and Rush University Medical Center; Buyer’s Specialist Natalie Cooper, who has several years of real estate experience; and Samantha Deichmann, a full time office administrator.



Thompson, herself, is the group’s Listing Specialist and Lead Sales Broker. The group serves all of Northwest Indiana including Highland, Munster, Griffith, Hobart, Schererville, St. John, Dyer, Crown Point, Hammond, Whiting and surrounding Lake and Porter County areas.

Thompson, an accounting graduate (with Highest Distinction) from Indiana University, took a real estate class at the suggestion of a friend and liked it so much that she decided to become a broker. The year was 2005 and while the market was still hot, it soon would turn ice cold as housing prices plummeted and mortgages became almost impossible to secure as the country entered a deep recession. But the dramatic downturn didn’t deter Thompson. Recognized in the Wall Street Journal as one of the top 1,000 agents nationwide in closed units, her real estate sales place her in the top 1 percent of NRT

(Coldwell Banker’s parent company) agents nationally, and her business has grown exponentially. Besides her hard work ethic and ability to keep up with trends and new innovations, she also credits honesty as one of the reasons for her success.

“I don’t tell my clients what they want to hear,” says Thompson, the president and valedictorian of her Clark High School graduating class. “I tell them what they need to hear. Sellers want to make sure that they have all the P’s—price, position and presentation—in place. It is truly a science to have all the P’s in place to get the maximum return possible. This is where a professional Realtor’s expertise is essential and can pay off immensely.”

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